



THE WEEK **AHEAD**

Botswana Business Intelligence

What Botswana business should be watching this week.

5 - 11 OCT
2026

INSIGHTS | OPPORTUNITIES



THIS WEEK IN ONE MINUTE

Diamond output and the deficit outlook improve, but retail profits and beef export risks warn against an easy recovery call. Follow investment, ownership changes and pension capital; keep margin and payment discipline.

5 THINGS TO WATCH

BUSINESS DEVELOPMENTS AND THEIR IMPLICATIONS

1

Diamond rebound

Debswana Q2 output rose 107% to 5.5m carats; rough prices fell 10.4%. Watch: sales and pricing before treating output as a cash recovery.

2

Fiscal relief

The preliminary 2026/27 deficit forecast falls to P9.26bn (3.1% of GDP), from P26.35bn. Watch: spending restraint and actual funding delivery.

3

Retail squeeze

Sefalana FY to Apr 2026 revenue rose 9% to P12.13bn; profit after tax fell 45%. Watch: margins, supplier terms and consumer demand.

4

State asset reform

Proposed SOE policy tightens governance and performance. Watch: restructuring, private partnerships and changing supplier expectations.

5

Beef export risk

Namibia's FMD outbreak raises transit risk for the Ngamiland-Angola beef route. Watch: official controls, market access and delivery reliability.

DEADLINES THIS WEEK

CHECK THE OFFICIAL PACKS FOR BID CONDITIONS

06 OCT	Bank of Botswana	Building works framework, 10:00
07 OCT	BPC	Morupule B Unit 2 EOI; see pack
08 OCT	Bank of Botswana	IBM QRadar licence, 10:00
09 OCT	BPC	Combi units + chemicals; see packs

Full tender notices: radar.co.bw

THE RADAR SIGNAL

THE COMMERCIAL IMPLICATION

Recovery headlines need cash-flow proof

Radar view: stronger output and a lower forecast deficit coexist with squeezed retail profits and export risk. Prioritise funded investment and measurable cost savings; test buyer budgets, margins and payment terms before treating announcements or available capital as orders.

THE NUMBERS

LATEST VERIFIED INDICATORS

INFLATION

9.3%

Aug 2026

POLICY RATE

5.50%

BoB, 28 Sep

IMPORTS

P7.064bn

Jul 2026

TRADE DEFICIT

P1.904bn

Jul 2026

SOURCES bpc.bw | bankofbotswana.bw | statsbots.org.bw | mmegi.bw | thegazette.news | sundaystandard.info

As at 4 Oct 2026. Public reports/previews; periods stated. Watch points: Radar analysis. Some full editions unavailable. Check tender packs.

